

COMMONWEALTH OF MASSACHUSETTS
DEPARTMENT OF ENERGY RESOURCES (DOER)

APPLICATION PACKAGE

HEAVY DUTY HYBRID VEHICLE DEMONSTRATION PROGRAM

Application Deadline: Applications must be received by The Massachusetts Department of Energy Resources, 100 Cambridge Street, 10th Floor, Boston, MA. 02114 not later than 4pm February 27, 2009. No electronic or faxed applications will be accepted.

**MASSACHUSETTS DEPARTMENT OF ENERGY RESOURCES
HEAVY DUTY HYBRID VEHICLE DEMONSTRATION PROGRAM
APPLICATION**

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Applicant Name:	Web Address:
Street:	City:
ZIP:	Main phone #:
President /CEO/Authorized Agent:	Applicant Contact & phone#:

Definition: Heavy Duty Hybrid Vehicle

For the purposes of this funding opportunity a heavy duty hybrid vehicle (HDHV) has an internal combustion engine and an electric motor supplying power to propel the vehicle, either together or independently, and an onboard electrical storage device that will receive electric power generated by the internal combustion engine, and will supply power to the electric motor to propel the vehicle. GVWR shall be a minimum of 25,000 pounds. Vehicles must be Original Equipment Manufacture (OEM) and be covered by a manufacturer's warranty.

Program Outline

DOER will fund the cost differential between same model trucks with a straight diesel engine to that of a diesel/electric hybrid truck as defined above. The vehicle may be used for private or public sectors for commercial operations. Trucks must be Original

Equipment Manufacture (OEM), and be covered by a manufacturer's warranty (including hybrid system) and fully serviced by the OEM's authorized dealers. Vehicles must be registered and garaged in Massachusetts. A total of \$400,000 is available, with a maximum per vehicle of \$40,000. Selected applicants will be responsible for procuring the vehicles within a time limit set by DOER, registering the vehicles in the Commonwealth of Massachusetts, providing insurance, inspections, and supplying performance data. Awards for up to five vehicles may be assigned to any one selected applicant, unless there is a lack of qualified applicants. DOER reserves the right to further limit per applicant vehicles to ensure geographic diversity. Program length is three years from vehicle delivery date. DOER reserves the right to withdraw this offer at any time. Not more than 50% of funds will be awarded to public sector applicants unless an insufficient number of eligible applications (based on selection criteria referenced below) are received from the private sector.

Payment of Grant Funds

Payment will be made as a reimbursement after the vehicle(s) are received by the Grantee. Grantee must submit an invoice on company letterhead showing the total amount being requested and showing each vehicle as a line item. Grantee must include a copy of the vehicle registration, factory invoice (including heavy duty vehicle hybrid equipment) and any extended warranty information. Documentation must show cost of each item being billed. Grantee should receive payment in approximately 45 days from the date DOER receives the invoice.

SELECTION CRITERIA

The selection is based on Mandatory and Desirable criteria. Mandatory criteria described in Chart A requires a "YES" answer in order to be eligible for selection; a "NO" answer will automatically disqualify an applicant. The Desirable section will award extra points in the overall ranking of the applications.

Awards will be made based on complete applications meeting the mandatory criteria, with the ranking of highest to lowest "Desirable Points" score received. Any tie scores in the selection process will be decided on first come first service basis, based on the time and date of receipt of the application. Applicant must complete all tables, charts and descriptions to be considered having a complete application.

DOER reserves the right to make awards outside these parameters based on geographic considerations. In the event a sufficient quantity of qualified applications are not received to exhaust funds, the DOER may re-issue this PON at a later time.

Instructions for Completing Application

1. Complete Chart A
2. Describe how the vehicle will be assigned and used.
3. Complete Chart B
4. For Chart B – Table 1 : Provide a narrative explaining each of the petroleum-saving measures **for existing vehicles in the applicant's fleet** for which points are awarded. (maximum of one paragraph for each measure).
5. For Chart B – Table 2 **(for company or other private entity applicants only)**: Provide a narrative explaining the method used to calculate the expected Annual Average Per/Vehicle Usage. (maximum of one paragraph).
6. For Chart B – Table 3 **(for public entity applicants only)**: Provide a narrative explaining the method used to calculate the expected weekly usage in terms of hours. (maximum of one paragraph).
7. For Chart B - Table 4: Provide a narrative explaining the method used to calculate the Annual Average Per/Vehicle usage in a non-highway application.
8. For Chart B - Table 5: Provide a narrative explaining the reasons for the anticipated order date.
9. Complete summary of Chart B tables.
10. Complete Chart C.

RANKING CRITERIA

(Each mandatory and extra point item must be specifically addressed in the Project Narrative)

MANDATORY CRITERIA CHART A

(A NO ANSWER WILL ELIMINATE APPLICANT)

	ITEM	YES	NO
1	Must be a Massachusetts based company or public sector entity		
2	Must either operate the vehicle in a commercial operation, or in a public fleet and used on a regular basis		
3	Applicant must demonstrate the ability to fund the balance of the vehicle's cost.		
4	Applicant must be in good standing with the DOT and any state and local authorities		
5	Company or public entity personnel shall be trained to operate the hybrid system.		
6	Percentage of use in Massachusetts is greater than 50%.		
7	Vehicle requested has a GVWR of 25,000 pounds or more		
8	Vehicle must be used a minimum of 15,000 miles per year for commercial use or 5 hours per week for public entities		
9	The proposed vehicle must be an OEM hybrid system and use of the vehicle is approved by the OEM		

EXTRA POINTS CHART B

Table 1

Other petroleum saving measures **incorporated in existing fleet vehicles** (up to 160 points; a maximum of 40 points for each measure, as determined by DOER) NOTE: To receive extra points measures must have been in use for at least 6 months.

Measure	Possible points	YES	NO	Points awarded
Wide base tires	40			
GPS tracking and dispatch	40			
Idle reduction	40			
Bio-diesel	40			
Total points				

Table 2

Expected Annual Average Per/Vehicle Usage (up to 40 points, 10 points for each increment select one bracket)

Annual mileage	Points	Yes	No	Point awarded
15,001 to 20,000	10			
20,001 to 25,000	20			
25,001 to 30,000	30			
30,001 and up	40			
Total points				

Table 3 **(For Public Entity Applicants Only)**

Expected weekly usage in terms of hours (up to 40 points, 10 points for each increment select one bracket).

Average weekly usage hours over 5 hours/week	Points	Yes	No	Points awarded
6 – 20	10			
21- 30	20			
31- 40	30			
41 plus	40			
Total points				

Table 4

Annual Average Per/Vehicle usage is in an urban area (Up to 30 points select one bracket).

Non-Highway Usage	Points	Points awarded
60%	10	
75%	20	
100%	30	
Total points		

Table 5

Anticipated Order Date.
(up to 80 points; select one bracket)

Order time frame	Points	Points awarded
March 2009	80	
April 2009 – June 2009	60	
July 2009 – September 2009	40	
October 2009 – December 2009	20	
Total points		

Summary of Chart B Tables

Table number	Total points
Table 1	
Table 2	
Table 3	
Table 4	
Table 5	
Total points of all tables	

**CHART C
VEHICLE COST DETAIL SHEET**

VEHICLE	MAKE	MODEL/BODY	PRICE	LEASE/ PURCHASE	APPLICAT FUNDS	DOER FUNDS
1						
2						
3						
4						
5						

Attach copies of dealer quotes including anticipated delivery dates.

APPLICANT CERTIFICATION

To be competed and signed by Applicant's Chief Executive Officer.

By my signature I certify that I (name; _____ Title: _____, have the authority to seek funding under this program on behalf of _____. I furthermore certify that I have the authority to commit _____ to provide the funds necessary to purchase the vehicles as set forth in Chart C: Vehicle Cost Detail Sheet. I attest that all of the information in this application is accurate to the best of my knowledge. _____

Applicant (Print)

_____ SIGNATURE	_____ TITLE	_____ DATE
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Address Application to:

Heavy Duty Hybrid Vehicle Program
c/o Mr. David Rand
Massachusetts Department of Energy Resources
100 Cambridge Street
Boston, MA. 02114
david.rand@state.ma.us